



Agricultural Marketing Service



**2016 ANNUAL INDUSTRY MEETING
FOR USDA FOODS CONTRACTORS AND SUPPLIERS
Doubletree Hotel by Hilton – Crystal City
Arlington, Virginia**

**AGENDA
DAY ONE — DAIRY, GRAIN, AND OILSEED PRODUCTS
Wednesday, October 26, 2016
1:00 - 5:00 PM**

Welcome & Introductions (15 minutes)

2016 Review (45 minutes)

KCCB's Move to the Agricultural Marketing Service
Dairy, Grain, Oilseed Product Purchases
National Multifood Service Contracts
New Products Added; Updated Specifications
What Developments are on the Horizon ? – Tomorrow's General Session!!
Surplus Removal Program

AMS Dairy Programs Staff (50 minutes)

Markets and Economic Outlook

Break (10 minutes)

**What's Working and What's Not Working Selling to the USDA
Industry Feedback; Small Group Discussions** (45 minutes)

Action Items - Q&A's from last Fall's 2015 Conference
Primer - Questions and Comments Recently Received (pre-conference)
Brainstorm list of issues to discuss in small groups. Facilitated Table Discussions.
For example:

Planning/order forecasting?
AMS/CPS website as a resource?
Bid process?
Contract Documents? Invoices?
Delivery Dates and Appointments?
Others?

Assign a topic to each table. Participants move to table with the topic of their choice.
List one thing that is working well selling to the USDA

Capture Open Questions and Action Items (15 minutes)

Adjournment

